

## UNCLE SAM HAS SHARE OF SOUTH CHILE'S TRADE

His Business Is Growing Rapidly  
Since War Has Cut Off Euro-  
pean Markets.

### GREAT PORT OF CONCEPCION

Strange Experiences in an Earth-  
quake City—Openings for Ameri-  
can Lumber and Coal—A Look at  
Lota Mines, Under the Ocean.

Concepcion. WING to the war and the in-  
creased demands for United  
States goods, the port of Con-  
cepcion will soon be as well known  
to our business men as Valparaiso is  
now. Concepcion is the metropolis of  
southern Chile, and the outlet to the  
best farming part of the country. It  
has railroads going north and south  
through the great central valley, and  
extensions are proposed which will  
cross the Andes and Argentina to Bu-  
enos Aires. It already takes a large  
part of our American exports and farm  
machinery and tools of all kinds from  
the United States are for sale in its  
stores. Not far from it are the great  
coal mines of Lota, and within a short  
street car ride is Talcahuano, the chief  
naval station of the republic.

Concepcion is the third largest city  
of Chile. It is surpassed only by Val-  
paraiso and Santiago, and it is rapidly  
growing. The town lies on the Bio-  
Bio River not far from the sea. A low  
range of hills separates it from the  
ocean. When it was first founded it  
lay right on the beach. Then came an  
earthquake that swallowed the city as  
the whale swallowed Jonah. Con-  
cepcion disappeared into the maw of  
the Pacific. It was wiped out like  
Port Royal, Jamaica, and there is now  
only a bathing resort on that spot. In  
rebuilding the people chose the present  
site, where the hills keep out the  
waves, so that in spite of the earth-  
quakes, the city still stands.

I say in spite of the earthquakes, for  
there are so many of them that the  
lives of the people are as though it had  
theague. The quakes are almost as com-  
mon as those of Japan. We had one  
last night that swayed the walls of  
my hotel room and set the electric  
lights swinging. The first shock  
awakened me. It was 11 P. M. The  
experience made me think I was in  
a storm out at sea. My bed rose and  
fell, and a bottle of ammonia on the  
edge of my washstand dropped to the  
floor with a crash. At the same time  
its pungent scent filled the room. I  
looked at my watch. It was ten min-  
utes after 11 P. M. A second  
hand measured out one minute I rose  
and went into the hall. The walls  
were still trembling, and as I entered  
the portico, looking down on the patio,  
a smokestack fell down and the guests  
of the hotel came running out in their  
night clothes for fear that the heavy  
fired roof of the building might fall.  
Some of them stepped outdoors all  
night. I waited until the trembling  
of the earth ceased, and then went  
back to bed. But I could not sleep for  
an hour or more for fear of the second  
shock, which often followed a first  
one. Finally dropped off and slept soundly  
until 4 o'clock, when the second shock  
came. It was quite severe, but not so  
bad as the first. The dispatches  
of to-day's paper show that these two  
earthquakes have been felt all over  
Chile. They have thrown down one  
small town, and they created such  
consternation at the capital that many  
of its citizens spent last night in the  
streets.

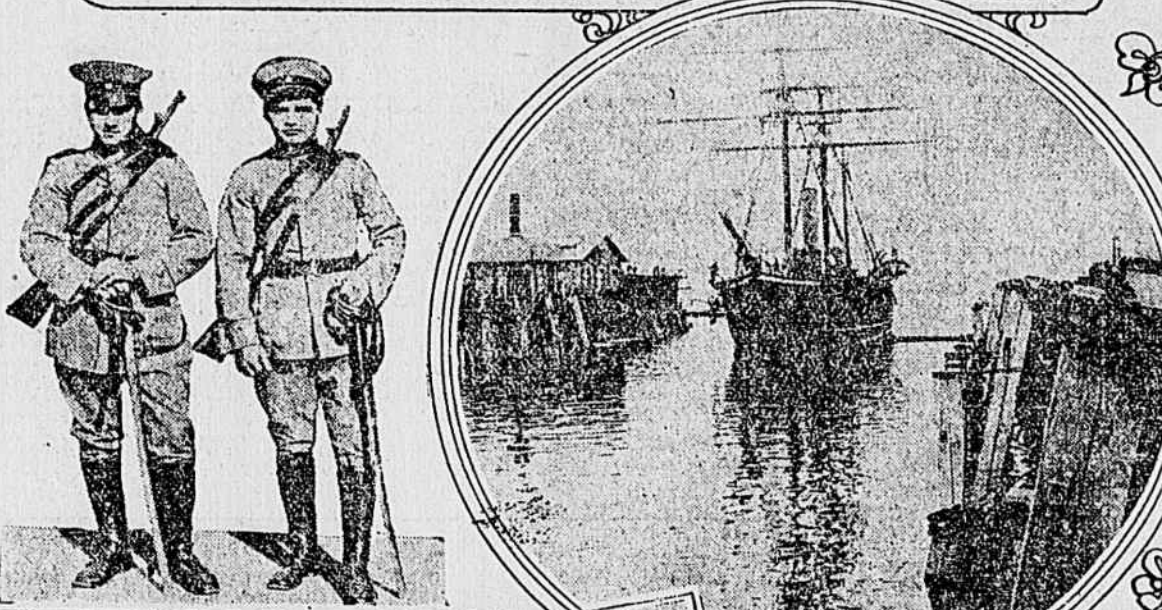
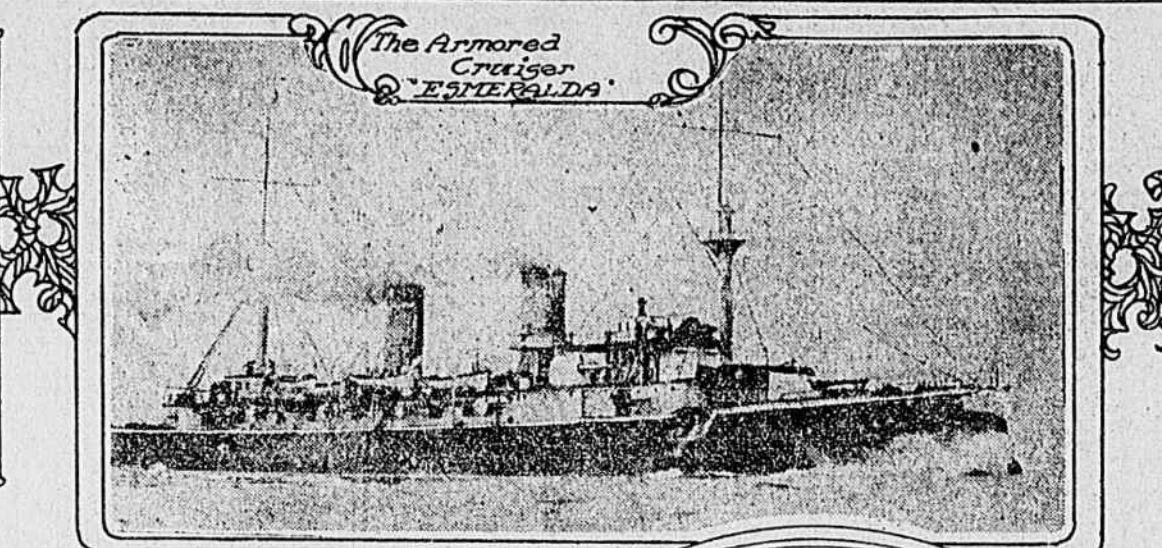
Do not like earthquakes. There are  
regions where they have some kind  
of a shock every day, but even there  
the natives are afraid of them, and  
only the ignorant globe-trotting  
fenderfoot who says he is not. The  
most severe earthquake I ever experi-  
enced was in the city of Japan. At  
that time a great number of the  
buildings were destroyed, the high  
chimney of the Parliament House  
crashed through the roof, and the  
American legation building almost  
split in twain. At the time this earth-  
quake occurred, I was in the household  
department of the Mikado, having an  
interview with the high court Cham-  
berlain concerning the Empress, about  
whom I was to write a magazine ar-  
ticle. The building was modern, and  
after the style of the public buildings  
of our country. It was Japanese, and  
it would probably have stood, but as  
it was, the earthquake threw half of  
it to the ground. We saw the walls  
moving and felt the floor rising and  
falling. When the high Japanese official  
said: "There is an earthquake, and I  
think we had better get out." At the  
same time the halls were filled with  
flying clerks. We rushed out and had  
barely gotten clear of the building be-  
fore about one-half of it fell to the  
ground.

On account of earthquakes nearly all  
the buildings of Concepcion are of one  
story. The town covers a great deal  
of ground. It lies on a flat plain at the  
edge of a hill known as the Caracol,  
1,000 feet high. It is the public park  
of the city, and rises almost like  
a fort over the houses. I climbed it  
to-day for the view. Walking through  
wide streets lined with one and two-  
story buildings, I crossed the Alameda  
and went by the water works. The  
road was lined with mighty pines, and  
it made me think of the great Cryp-  
tomberia Avenue that leads up to Nikko,  
Japan. The pines were in full bloom.  
There were many green shrubs, the vege-  
tation rising like a wall on one side of  
the road. By and by we came to the  
city. We were now in the valley of  
Concepcion and the Valley of the  
Bio-Bio. We could see the houses of  
Talcahuano, the naval station, and the  
ocean beyond. We could pick out the  
Bio-Bio River, as it wound its way  
down to the sea, and the bridge across  
it, the longest and largest in Chile.

Concepcion itself lay just below us,  
a great expanse of terra cotta roofed  
houses with a mass of green in the  
center. We could see the cathedral on  
one side of the plaza. It is a large  
building with an audience room cov-  
ering half an acre. The streets go  
out from the plaza at right angles,  
and cross each other at right angles.  
They are paved with asphalt, and are  
clean and well kept. The houses of  
the city are low. Looking over them  
were bare hills, and there a cluster of  
trees surrounded by walls. The trees  
seem to be sprouting from the roofs  
of the houses. They are in the courts  
or patios around which the houses are  
built.

Now turn around and look towards  
the north. There is nothing but wood-  
ed hills on that side. You might  
imagine yourself in the midst of a  
wilderness, did you not know that the  
city of Concepcion lay at your back.  
The town shows signs of its sport-  
ing character here from the moun-  
tain. You can see the golf links, the  
polo grounds, and a race course, with  
a track more than a mile long. The  
bands play in the plaza every evening,  
and the people come out in their best  
clothes and walk about and look at  
each other. The city is a commercial  
center. It has large business houses  
and a great deal of agricultural ma-  
chinery from the United States is here  
distributed throughout southern Chile.

## U. S. in Closer Relations With Chile



Coal Mines of Chile under the Pacific Ocean

more than offset lumber for passing  
through the canal. The fact that there  
will be an increased demand for lum-  
ber in Ecuador, Peru and Chile, all of  
the ports and the most of the cities will  
grow and they will need building ma-  
terials. This will be especially so in  
Chile, where the government is under-  
taking public building operations which  
are to run through a period of ten  
years and cost many millions of dol-  
lars. The buildings to be put up in-  
clude administration offices at the lines,  
capitals, a number of penitentiaries  
and custom houses, and many public  
school buildings. A new president's  
palace is also to be erected at Santi-  
ago and the government will remodel  
repair shops on the state railways and  
spend some millions on the harbor of  
Valparaiso.

Indeed, the opportunities for the in-  
roduction of all kinds of American  
goods are now at their height. Our  
trade has been steadily gaining over  
that of England and Germany before  
the war in Europe occurred. In 1913  
the increase in American trade was  
more than \$3,000,000, while during that  
year the decrease in the German trade  
was \$2,500,000, and that of England  
\$2,500,000. At present the importations  
from France and Germany are  
practically stopped, and those of En-  
gland are clogged by the war. In ad-  
dition, the better transportation  
facilities that will come from the lines  
of shipping under the American flag,  
the great advantages from the Panama  
Canal, and also the fact that the Ameri-  
can capital is the amount of \$50,000,000  
more has recently been invested here.  
Outside this our capitalists have taken  
options on other mining properties, in-  
cluding gold, copper and iron, and the  
invasion of such capital seems to be  
only at its beginning.

I took an American street car and  
rode across to Talcahuano to see the  
port and the naval station. The road is  
an electric trolley built by our firm of  
Grace & Co., and the cars run from one  
place to the other in thirty-five min-  
utes. The distance is about eight miles.  
We passed the race track and cricket

**WEDDING SILVER**  
For the November Weddings we are showing an exquisite line of  
flat and hollow pieces in new and many exclusive designs. Useful and  
ornamental articles in price from \$1.00 to \$1,000, each of the Lum-  
den quality and finish.  
**C. LUMSDEN & SON, Inc.**  
Goldsmiths and Silversmiths.  
731 East Main Street - - - - - Richmond, Virginia.  
For over three-quarters of a century the name "Lumsden"  
has been a synonym with QUALITY in articles of Jewelry and  
Silverware.

**Elegant Wedding Gifts**  
This old-established house is still headquarters for  
Elegant Wedding Gifts, and their assortment for this  
season of  
**Solid Sterling Silver**  
of the latest and most exclusive designs, is larger and  
prices more reasonable than ever before. An inspection  
and comparison is very cordially invited.  
**The Nowlan Company**  
Leading Jewelers, - - - - - 921 East Main Street.

It has deep water right up to the  
wharves. Preparations are now mak-  
ing to improve the docking facilities,  
and it will eventually be a great com-  
mercial port.  
The naval arrangements are excel-  
lent. Great storehouses of reinforced  
concrete have been put up and some-  
thing like fifty acres have been covered  
with buildings and machine shops for  
repairs. In some of the basins I saw  
them putting eight-inch guns on the  
older war vessels, and in the drydock  
one of the cruisers, the Esmeralda, was  
being cleaned and repaired. Another  
drydock, large enough to hold a Dread-  
nought, is now building, the construc-  
tion going on under the hull. The sta-  
tion has the latest of modern im-  
provements, including a large electric  
machine shop, electric cranes and all  
the necessary machinery for handling  
great weights.

The Chileans are proud of their navy.  
They have two Dreadnoughts of 23,000  
tons each now building. They have  
two armored cruisers, the Albatros  
and the O'Higgins, which are of 7,000  
or 8,000 tons, and three protected cruis-  
ers. They have three torpedo gun-  
boats, thirteen destroyers, five modern  
torpedo-boats and two submarines.  
There is also a mine ship and a hospi-  
tal ship. The total strength of the  
navy is about 6,000 officers and men.  
The Esmeralda, now in the dock,  
is named after the little boat of about  
300 tons which fought so well in the  
great engagement with Peru on about  
thirty-five years ago. At that time the  
Esmeralda and the Cavendish were  
lying off in the nitrate port of Antofa-  
gasta when two much larger vessels belong-  
ing to Peru, the Huascar and Independ-  
dencia, attacked them. The Chilean  
vessels were made of wood, and the  
armament of each consisted of twelve  
four-pound guns. The Huascar had  
more than 1,000 tons, and its guns shot  
shells of 300 pounds. The Independencia  
was an ironclad of more than 2,000  
tons, and she had twelve seventy-  
pounder guns. Notwithstanding, the  
Esmeralda blazed away at the Huascar,  
sending her little four-pound shells  
against the other's 300-pound shells.  
She continued until she was almost a  
wreck, and when the Huascar finally  
dove down upon her and rammed her  
under the ironclad prow the Chilean  
captain, Arturo Prat, who  
commanded her, leaped to the deck of  
the Huascar and called his men to fol-  
low him. Before they could do so the  
boards again separated. Prat fell be-  
neath the Peruvian bullets, and the Es-  
meralda fought on without a com-  
mander. She was again twice rammed.  
She then sank with the Chilean colors  
still flying.

The Cavendish was of just about the  
size of the Esmeralda. It pretended to  
desert from the fray, but when the  
Esmeralda was within range it turned  
and the latter pursued. The little ship  
led the big one into the mud, and when

it had stranded, it came within close  
range and fired upon it. This firing  
was continued until the Huascar came  
up, at which time the Cavendish left.  
There are paintings representing the  
story in the art galleries of Santiago.  
There is no question about the brave-  
ry of the Chileans. They are natural  
soldiers, and always ready to fight.  
According to the present military sys-  
tem, all citizens are obliged to serve  
in the national militia. Every boy  
must go into the army and serve for a  
year. After that he serves off and on  
for nine years in the reserve. The to-  
tal strength of the army is 18,000 offi-  
cers and men, the infantry being armed  
with Chilean Mausers. The military  
training is German, and the army and  
navy expenditures are large. Alto-  
gether they are about \$6,000,000 a year,  
an amount equal to \$8 or \$9 to every  
family in the country.  
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penter.)

### FREDERICKSBURG NORMAL

[Special to The Times-Dispatch.]  
FREDERICKSBURG, VA., November  
13.—A. B. Chandler, of the department  
of social science of the normal school,  
delivered an address on the "Co-operation  
of the Home and School," before  
the Isle of Wight School League, on  
Monday evening.  
Miss Alice Warren, of the senior  
class, who is a member of the Hough Bible  
Class, of which she is a member, at  
the home of Mrs. J. E. Seaman, a recent  
graduate of the normal school, was  
present. The address was held at  
Fall's Church on Friday and Saturday.  
B. Y. Tyner, of the education de-  
partment of the normal school, deliv-  
ered an address on the "Spirit of Co-  
operation," at the Falmouth School on  
Friday.

Saturday afternoon several of the  
Baptist girls of the normal school gave  
a play entitled "No Money," be-  
fore the Women's Missionary Union,  
which held its annual convention in  
the Baptist church of Fredericksburg.  
This play told the story of the found-  
ing of the society and was very inter-  
esting.  
Announcements have been received  
in Fredericksburg of the wedding of  
Dr. Charles Mason Smith and Miss Em-  
ma Lawless, at Holland, Va. Dr. Smith  
is the physician at the normal school,  
and Miss Lawless is one of the former  
students.

Mrs. Ruggles Nelson and daughter,  
Miss Mary Ruggles, were the guests of  
Miss Forbes at the school last week.

### DURHAM

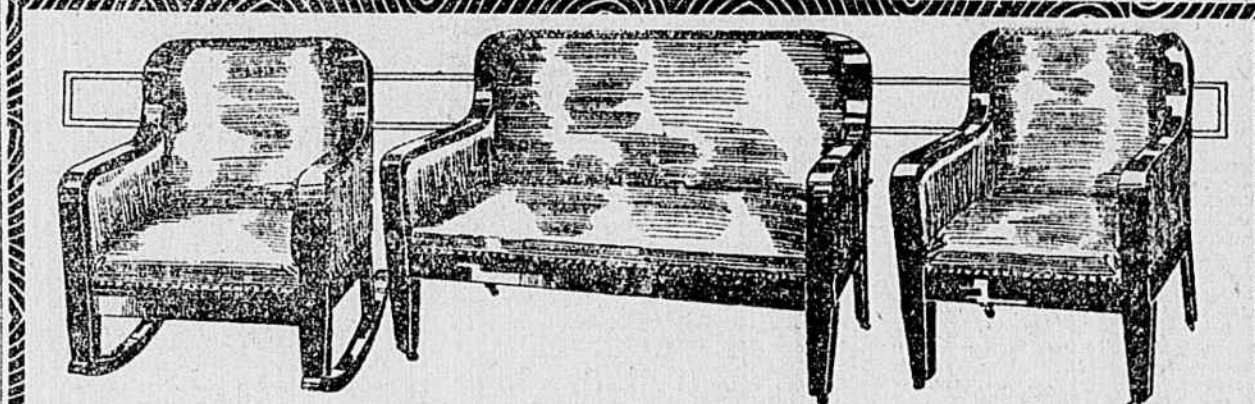
[Special to The Times-Dispatch.]  
DURHAM, N. C., November 14.—Mrs. L. S.  
Booker entertained a few friends at cards  
on Friday evening. In honor of Mr. H.  
Gibbie, whose marriage to Dr. Foy Rob-  
ertson will take place the latter part of this  
month. This is the first of a series of  
parties to be given Miss Gibbie.  
Mrs. J. H. Dixon entertained her Sunday  
school class, young women, on Thursday  
evening at her home, on South Duke Street.  
The evening was spent in playing various games, af-  
ter which, in the dining-room, a salad course  
and other refreshments were served. Miss  
Misses Ella, Elizabeth and Helen Dixon  
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Mrs. M. E. Newsome was hostess on Fri-  
day afternoon to the bridegroom at her home,  
from 3 to 6. Autumn flowers and ferns were  
the decorations. Misses Charlotte Cunningham,  
of Richmond, who has been in the city for a few days,  
and other friends were present. Mrs. New-  
some called on the bride of her mother, Mrs.  
John S. Cunningham, who has been ex-  
tremely ill, at her retirement home.  
Little Miss Elsie Mason Underwood, daugh-  
ter of Mr. and Mrs. Aubrey Underwood,  
entertained a number of her little friends  
on Friday afternoon, in honor of her  
fourth birthday. Each guest was given a  
little crepe paper doll as a souvenir of the  
occasion.  
Mr. and Mrs. W. J. Lunsford and Little  
daughter, Katherine Walton, who have been  
in the city for a few days, were at the  
home in Goldsboro.  
Mrs. W. L. Younger is visiting her sister  
in Charlotte.  
Mrs. M. E. Keener and son, Jack, are  
visiting relatives in Lincoln.  
Misses Minnie and Ada Carden were host-  
esses to the Junior Club in the home of  
Main street Christian Church on Monday  
evening at their home, on Shepherd Street.  
Mrs. C. H. Norton, of Danville, who spent  
Monday in the city as the guest of Mrs. B.  
Haynes, at the residence of Colonel J.  
Tyner, will visit her daughter,  
Gail, to visit her daughter.

### A NOTRE DAME LADY'S APPEAL.

To all knowing sufferers of rheumatism,  
either muscular or of the joints, sciatica,  
lumbago, backache, pains in the kidneys  
or neuralgia points, to write to her for a  
home treatment which has repeatedly cured  
all of these tortures. She feels it her duty  
to send it to all sufferers FREE. You cure  
yourself at home as thousands will testify—  
no change of climate being necessary. This  
simple discovery banishes rheumatism from the  
blood, loosens the stiffened joints, purifies  
the blood and brightens the eyes, giving  
elasticity and tone to the whole system.  
If the above interests you, for proof address  
Mrs. J. M. Box, A. Notre Dame, Ind.  
—Advertisement—



## Let the New "Caller" Find Mahogany in the Drawing Room

It is not at all a question of whether mahogany is a meet and proper wood for  
the drawing room, but rather how fine its finish and beautiful its grain, for it can  
never lose favor as an appropriate wood for the room in which you receive your  
guest. Therefore we illustrate this three-piece set which, in its beautiful upholst-  
ering and handsome graining is, the peer of any parlor set we have ever seen at  
\$65.00.

**Wonderful Special Monday**  
**79c**  
Dover Sad Irons.  
Three 4 1/2 pound  
Irons and Asbestos  
Stand to set, nickel  
plated hood, polished  
ironing surface, round-  
ed edges, always 79c  
cool handle.

**Blankets, 98c to \$10.00**  
**Comforts, \$1.48 to \$8.00**  
**Lace Curtains, 98c to \$7.50**

While They Last  
Only 100 Sets Come Early

## Loth's Air Blast Heater What It Will Do For You

Cost one-third less for fuel. Will hold fire for 36 hours  
with proper and sufficient fuel if directions furnished with  
each stove are followed.

Will Burn all Fuels.—Even "run-of-the-mine" in Loth's  
Air Blast will throw out heat equal to best grade hard coal  
used in other style stoves.

Burns all Gases that escape from other type heaters with  
smoke, as our down-blast draft supplies the necessary oxygen  
to CONSUME AND TURN GASES INTO HEAT.

Easily Regulated, and does not require as much attention  
as other makes.

WILL BRING SOLID COMFORT  
TO YOUR HOUSEHOLD.

For All Fuels  
Save One-Third Your Fuel Bill

Wood Heaters, Gas Heaters, Oil Heaters and Self  
Feeders. Home-furnishers from cellar to garret complete.

## Hopkins Furniture Co.

7 West Broad Street  
CASH - - - - - CREDIT